



Signs of Dementia



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About this Presentation

- This presentation was created to assist brokerage industry agents and sales assistants to recognize signs of dementia.
- Unless otherwise indicated, nothing in this presentation is meant to be construed as legal, statutorily defined language.
- Unless otherwise specifically noted, the term “financial exploitation” should be read in the broad sense to include all adults, whether or not dependent or incapacitated.
- The information provided in these materials is general information and is not intended, or to be relied upon, as legal advice. While the information pertains in part to legal issues, it is not intended as a substitute for the particularized advice of your own counsel. Anyone seeking specific legal advice or assistance should retain an attorney.

Overview of Dementia

- Dementia is the general term for loss of memory and other intellectual abilities serious enough to interfere with daily life.
 - “It occurs when a person has declined in their cognitive abilities to the point it interferes with his or her ability to execute daily activities. It’s almost always progressive and can be quite deceptive.” (Morris et al., pp. 6).
- Dementia affects memory and executive function, including the ability to make financial decisions.
- Alzheimer’s disease is the most common type of dementia accounting for 60-80% of all cases.

Signs of Alzheimer's and Related Dementias

- Alzheimer's or related dementias may develop slowly and be difficult to notice or diagnose in its early stages.
- It is often difficult for a person in the early stages of dementia to notice the signs as well.
- It is important to look out for these signs as you may have clients who have yet to be diagnosed and are experiencing, which could put them at risk for financial exploitation.

Early Warning Signs

- Memory loss that disrupts daily life.
- New problems coming up with the right words and remembering new names.
- Difficulty performing familiar tasks in a social/work setting.
- Forgetting recently learned information, such as material that was recently read.
- Has trouble concentrating.
- Decreased or poor judgement and decision making.

Early Warning Signs Noticeable in a Business Setting

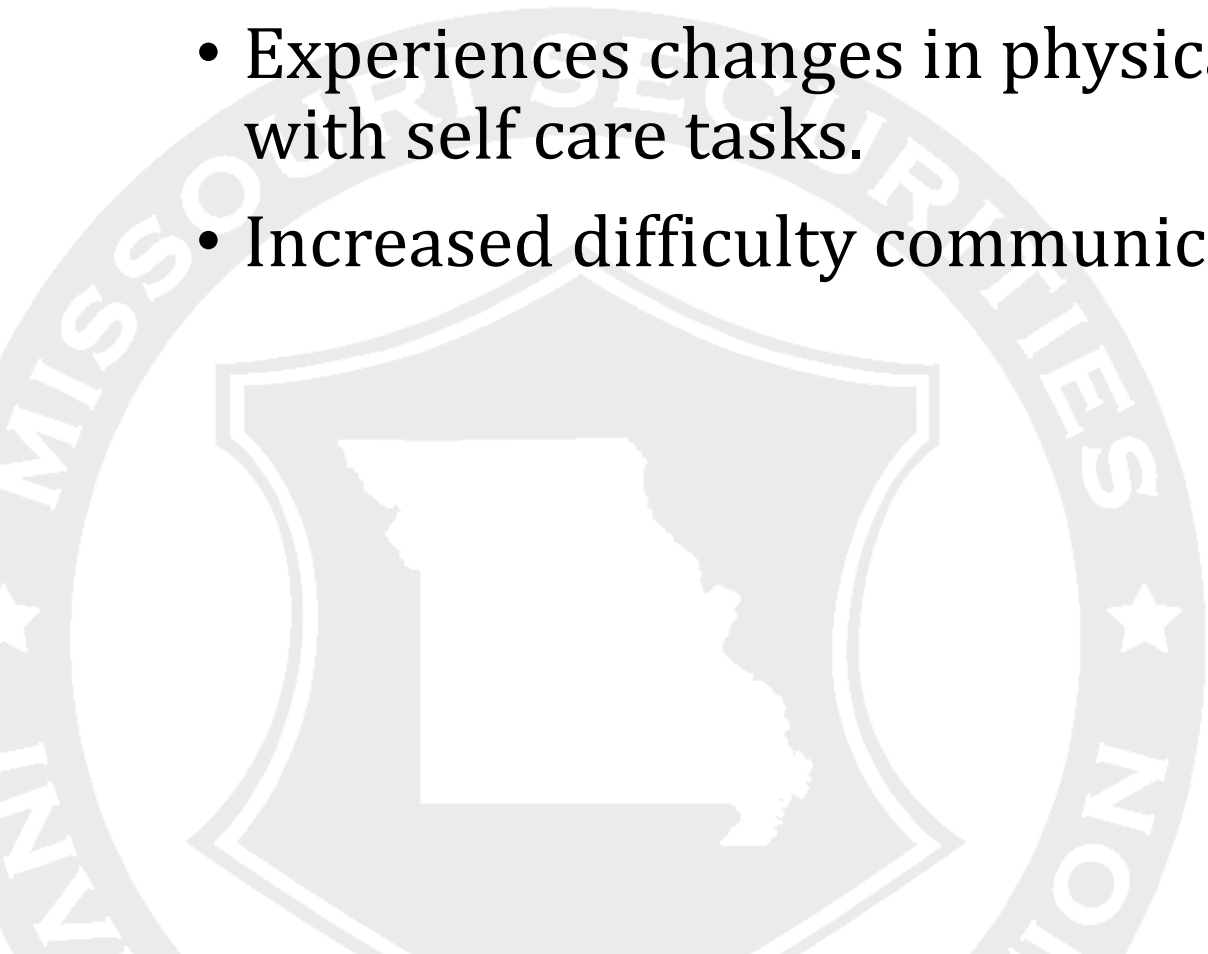
- Forgetting appointments with advisors.
- Forgetting details about the advisor's life if a client has known an advisor for a long time,.
- Misplacing important financial information.
- Claiming statements were not received, and asking for statements to be resent multiple times.
- Asking advisors for the same information repetitively.
- Deferring to family members for issues/situations the client usually handles.
- Making mistakes with monthly bills.
- Overdrawing accounts.
- Errors in the client's checkbook.
- Making poor money decisions.
- Paying less attention to personal appearance.

Common Signs of Middle-Stages of Dementia

- Forgetting events in their own history.
- Difficulty expressing thoughts & performing routine tasks.
 - May have difficulty dressing for the weather
 - May be unable to recall his/her telephone number or address.
- Confusion about where he/she is or the day of the week.
- Acts moody & withdrawn especially in socially or mentally challenging situations.
 - May become fearful, anxious, easily frustrated or socially isolated.
- Demonstrates compulsions or repetitive behaviors like handwringing and tissue shredding.
- Confusion about time and place.

Signs of Late-Stages of Dementia

- Losing awareness of recent experiences and surroundings.
- Experiences changes in physical abilities, and needs assistance with self care tasks.
- Increased difficulty communicating.



Risk Factors

- Age is the greatest known risk factor. 1 in 9 people over the age of 65, and 1 in 3 people over 85 have dementia.
- Having certain “risk genes” can increase one’s likelihood of developing Alzheimer’s.
- Latinos are 1 ½ times as likely as Caucasians to develop dementia.
- African-Americans are 2 times as likely as Caucasians to develop dementia.
- Those with heart problems such as heart disease, diabetes, stroke, high blood pressure and high cholesterol may be more likely to develop dementia.

Importance of Brokers & Financial Advisers

- The effects of dementia can cause clients to be stretched to their financial limits as a result of cognition loss. Brokers and advisers can assist those with dementia in many ways, such as:
 - Providing specially tailored financial advice that reflects the client's future needs regarding care and the costs of managing dementia.
 - Encouraging those who may be developing dementia to review savings, investments, and insurance plans.
 - Reviewing plans for the future.
 - This includes naming a power of attorney, both for health and finances.

Sources

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